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## Persevere and You Will Succeed In the agency business, just as in all other walks of life, there are people who complain that they do not get on well. They start in some enterprise, devote a few days to it, and expect to be overrun with bus-

iness; but they are disappointed. On the other hand, a fellow will come along, take up the business, and make a success of it. It's that bulldog determination to succeed that makes a lasting impression and insures success.

Among our staff of agents we have both of these types, but we are glad to say that the latter class pre-

To the few who work spasmodically we would say, an agency for "Our Native Herbs" is a good business, and richly merits the constant and continuous effort of any man.



THE ALONZO O. BLISS CO.

Gentlemen: I send you another order for "OUR NATIVE HERBS." My last supply is nearly exhausted, and I do not want to run entirely out, as some one is liable to call for a box any moment, and if I am not able to supply it my business will suffer. I have been devoting all of my spare time to canvassing and distributing the Almanacs, and from present indications July business will be much bet-

"OUR NATIVE HERBS" has made some wonderful cures in my section, sometimes curing cases which the local physicians had given up as hopeless. Your medicine is a great one and sells on its merits. It never fails to give satisfaction, and I unhasitatingly recommend it to cure all of the diseases you guarantee it to. All of my customers are glad to speak a word in praise of "Our Native Herbs," and a great many of my sales are due to their recommendations.

One of my customers is exceedingly grateful. He had been a sufferer from headaches, projuced by indigestion, for several years, without being able to find any relief from any of the advertised cures or the doctors. Two weeks ago I persuaded him to buy a box of "Our Native Herbs" and give it a trial. He very reluctantly took a box and promised to use it. A few days ago I saw him, and he said he has not had a single headache since beginning the treatment. He will be of great assistance in making other sales, as he is employed in a large factory, and will tell what "Our Native Herbs" has done for him. I am pleased with the business, and will try to show an increase in sales. W. F. PEPPER. Very truly yours,

For the past seven months we have been publishing statements from our representative agents, giving their sales and methods of doing business. The mere fact that others are doing good business should be an incentive for them to redouble their efforts for a better trade.

The profits in selling "Our Native Herbs" are large, and we do not know of any other business where so little effort is required in proportion to the net result. We want to encourage all of our agents and see every one of them do well, but we are especially interested in those who buy in small quantities, as they are new at the business and need advice. We extend a cordial invitation for any of them to write us about the business, and we will take pleasure in advising them just what to do to increase their income.

THE ALONZO O. BLISS CO.

Dear Sirs: It gives me pleasure to say that I have succeeded in appointing another agent in Maury County. I went out with him and sold one box within ten minutes from the time we took the medicine from the office. He is a careful worker, and I feel certain he will make a first-class agent in every respect. He will order two dozen boxes on Saturday, so he can get it Wednesday. Please ship the supply I order promptly, as I am going to start another man to work as soon as I can get the medicine. I find it pays me very well to appoint subagents at the different post-offices and let them look after the local trade. Of course, I have to visit them often and see that they keep at it. I find that "Our Native Herb Tablets" give better satisfaction than the powder, and no agent should experience difficulty in building up an excellent trade on this remedy, as it is the best I ever saw and sells at sight. I have tried various means of bringing "Our Native Heros" before the people of my section, and in my opinion the best are personal solicitation and newspaper advertising. I run a small notice in my home paper and get very good returns. It often catches people I would not be able to reach personally. Every agent should see that the return cards are properly filled out and returned, as this convinces the people that you take an interest in each individual case and want to make a cure of every one. I have arranged my other business so I will be able to devote my full time to introducing "Our Native Herbs" and appointing sub-agents. Yours truly, GEORGE W. BASS.



#### CHATS WITH OUR AGENTS

Above we give the experiences of two of our agents. These gentlemen are earnest workers, richly meriting the success they enjoy.

Mr. Bass controls an entire county, and employs assistants to help him in the work. Whenever he locates an agent he goes out with him, explains the business, and shows him how to approach a person and sell him a box of medicine. In fact, he gives him the advantage of his years of experience. He has appointed several assistants, and every one of them has succeeded. He has his territory worked thoroughly, and is doing a good paying business.

Mr. Pepper has a very persuasive way with him, and seldom fails to make a sale. He is a great believer in the distribution of Almanacs.

He is right on this point, as these books contain the whole story, are useful, and everybody should read them carefully and profit by the advice given. The plan he has of paying special attention to the return

cards is commendable, and will show good results wherever tried. We know that personal recommendation is a great help, and our agents could not do better than have those who have been cured by "Our Native Herbs" tell their friends and acquaintances about the

Business with us during June was good, but we want to do better this month. A majority of our agents have now got their crops well in hand and will be able to devote more time to the agency. We hope

to have the hearty co-operation of all of you in the future, as we have enjoyed it in the past.

That much-talked-of newspaper advertisement scheme is a worldbeater, and the agent who does not avail himself of it is neglecting his interests, and not making as much as he should.

We know the weather is warm. and it is a hard task to keep in the sun, going from house to house, but as an offset to these discomforts you have a handsome profit on every box of medicine sold, and this should stimulate you to make greater efforts for new-business.

Now is the time for you to put in some good, hard work, and get your territory in good shape for the fall trade.

## THE ALONZO O. BLISS COMPANY,

Kansas City, Mo. Chicago, Ill. San Francisco, Cal. Montreal, Can. Washington, D. C. London, Eng. 

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### ATTACK ON OUR TROOPS

Filipinos Open Fire on an Embarking Regiment.

PLANS FOR ENLISTING NEW MEN

Gen. Otis Sends a Detailed Estimate of the Recruits Needed to Fill Up Regiments-Whole Quota Required Will Probably Be Enlisted This Week-None but Regular Officers to Be Selected for Commands in the Nine New Regiments.

Manila, July 3.—Reports have been re-leived of an outbreak on the Island of Negros, incident upon the departure of he California regiment for home. Some ile natives, seeing a company of solevacuating the island, and a party of 250 Bolomen, attacked the reeps, and killed one man and wounded belonging to E Company. The Falpinos were easily driven off.

transport Sherman will bring the California troops to Manila before starthe transport Grant will soon embark the Colorado regiment.

The President was called upon yesterdelegation of Southern memrs of Congress concerning the distribation of officers of the new regiments enlisted for the army in the Philip-He told them that eight regiments, tion to the three authorized to be recruited in Manila, would be raised, and assured them that the officers would be selected without regard to political affilitions or location of residence, due regard bulg had for fitness and past service. The delegation comprised Representatives Bankhead and Clayton, of Alabama; d Griggs, of Georgia, and Noron of South Carolina.

#### Details of Enlistment.

The War Department has nearly perted the details of the project for the istment of volunteers under the terms the act of the last Congress. There is hing in the nature of a call, but, ofore stated, the soldiers will be d in the regular method through stationed in the various large To this end the War Department carly sent to these officers full inons for their guidance, as well as for enlistment, and everything is in good shape to begin recruiting at rom Washington. It was stat-Adjutant General to-day that ment contemplates raising nine ng officers are based on this h regiment will have a 1.326 men, making a total 11,934 men. This will be almost aber of men which Gen. Otis will be necessary to give him the orce of 30,000 effectives which he re-

Some slight changes are being made in iting instructions, which are ined to be broad enough to cover the ensiment of both regulars and volunteers. er for the enlistment of volunteers will not be issued until next week, the department having determined to conlinue enlistments for the regular service week, in which time the entire number of 6.338 men required to fill up the regular regiments in Manila will have been secured. The recruiting of the volunteers can then proceed without inter-

Believing that the country does not politics to enter into army appointments, it is understood the President proposes to select men to be commissioned

om the regular service and from those | increase of the companies from 10 colunteers who served creditably during the war with Spain. The nine Colonels "At the rate of enlistments for the last for the volunteer regiments to be organiz-ed in the United States will be selected from among the fifty regular army officers who commanded volunteers during the Spanish-American War. But one addi-tional Brigadier General will be appointed,

The recruiting for the regular army has brought that establishment up to within 200 men of its maximum strength.

and his name has not yet been made pub-

Three new volunteer regiments.
Four batteries Third Artillery.
Ten batteries of the Sixth.
The Fourth Cavairy.
An engineer battalion.
Signal Corps.

Number of Men Required. The Adjutant General's office to-day

gave out a statement based on cable advices from Gen. Otis, regarding the number of recruits required to fill the vament is as follows: Manila, July 2, 1899.

Adjutant General, Washington: Number recruits required to fill companies to 128 each regiment. Infantry-Third, 336; Fourth, 304; Sixth, 175;

Ninth, 365; Twelfth, 360; Thirteenth, 253; Four-teenth, 759; Sixteenth, 270; Seventeenth, 254; Eightenth, 828; Twentieth, 338; Twenty-first, 195; Twen-Sixth, 93. Fourth Cavalry, 493. Engineers, 7.

Volunteers yet to be returned: Infantry—Californig, 1,188; Colorado, 1,144; Idaho, 598; North Dakota, 623; Wyoming, 300; Minnesota, 1,165; South Dakota, 917; Mentana, 906; California Artillery, 358; Washington, 1,988; Tennessee, 946 Kansas, 1,952; Nevada Cavalry, 88; Wyoming Ar-tillery, 85; Iowa, 995; Signal Corps, 196. California and Colorado preparing to take transports Sherman and Warren; leave shortly.

Coming and to Come.

statement: "To meet the requirements of the returning volunteers, the Quartermaster's Department reports that there are now in Manila transports Sherman, Warren, and Grant, with capacity of 199 officers and 4,824 enlisted men. That there are now at sea en route to Manila, the Zealandia (due July 20), Sheridan (due July 21), cla (due July 26), and Pennsylvania (due July 29), with capacity for 161 oficers and 4.200 enlisted men. There are now in San Francisco transports City of Para, which will sail July 12, and Ta to sail July 20, with capacity for 55 of-

ers and 2,300 enlisted men. There are now en route to San Francisco the following transports, with capacity for 209 officers and 4,654 enlisted men: Ohio, Newport, Indiana, Hapcock,

arranged by the Quartermaster's Dc-partment that the last of the volunteers will leave Manila not later than the loch of September, and it is expected that they will all be away by the 1st.

Men for tiegular Regiments. "The recruits required for the regular regiments in the Philippines are 6,338. The number of recruits now at sea are 1,507. The number of recruits now at San Francisco are 3,284, a total of 4,791, leaving 1,547 yet to be provided for.

"The large number of vacancies existing in the Fourteenth, Eighteenth, and Twenty-third Infantry is due to the fact charged before the regiments left this synod will take part in the burial service. this becoming known, he was questioned country, and the vacancies are due to the Mr. Rose was forty years old.

few weeks, the entire number will be en listed by the close of the present week." The proposed organization of nine vo unteer regiments will place a number of important commissions at the disposal of the President. Although there will be three new brigades, Adjt. Gen. Corbin says it is not likely that more than one additional Brigadier General will be need ed, the other two being provided by (f-The force that will be at Gen. Otis' disposal when the new troops now in this country reach him at the beginning of country reach him at the beginning of probably will be one of the three new about the country reach him at the beginning of the country reach him at t 25.840 cer now in the Philippines is also

4.134 able for reappointment to the provisional 489 army. Only Regular Army Officers.

Probably the most important point in connection with the proposed volunteer . 33,273 organization is the President's declared in tention to appoint none but officers of the regular army to the command of the nine new regiments. Nearly fifty regular army officers held regimental commands during the recent war in the volunteer establish cancies in the regular regiments in the ment, and the nine Colonels to be as-Philippines, and the estimated time it signed to the new regiments will be sediers at one of the small posts preparing to depart, thought the Americans were ment. Gen. Otis' dispatch to the departrecords of the officers during the late war. and the nine officers whose practical work in the field was most efficient will receive the appointments.

likely, however, that some of the most efficient may be selected for subordinate commands in the different regi-ments, masmuch as the decision to appoint only regular army officers does not o-second, 460; Twenty-third, 680.
Artillery—First, 8: Third, 256; Fourth, 2; Fifth,

### THE NINETEENTH INFANTRY.

Word Received that the Regiment Will Sait July 24.

Harrisburg, Pa., July 3.-The Nineteenth Infantry Regiment, stationed at Camp Meade, received word to-day that transport to take the command to the Philippines will leave San Francisco The department sums up the situation on or about July 24. The regiment will leave Camp Meade inside of fifteen days for San Francisco. Everything is in readiness for the departure, and the troops are able to leave on two hours' The government has secured a lease until March 1, 1900, for the present site of Camp Meade from the Young estate. The lease includes the big field where the tents are erected and the land containing the buildings of the quarter-master's and commissary departments, the storage yards, corrals, wagon parks,

> Casualties in the Philippines. The War Department has received the

following from Gen. Otis: Manila, July 3, 1899. Adjutant General, Washington: Additional casualties—Killed, Fourth Cavalry, at pacity for 209 officers and 4,654 enlisted men: Ohio, Newport, Indiana, Hapcock, Senator, Morgan City, and Relief (hospital).

"The department confidently believes that the transportation has been so well responsed by the Quartermaster's Descriptor of the Company P. Aron C. Wise, wrist, slight; Company P. Aron C. Wise, wrist, wrist, wrise, written P. Aron C. Wise, wrist, written P. Aron C. Wise, wrist,

### Ordered to Manila.

Milwaukee, Wis., July 3.-Mai, John R. acting assistant surgeon in the United States Army, has received orders to proceed to Manila, and will leave Mil-waukee for San Francisco Thursday night, in order to eatch the transport sailing July 12.

### Beath of Prominent Pastor.

Special to The Post.
Winston, N. C., July 3.-Rev. C. A. Winston, N. C., July 3.—Rev. C. A. ing the alleged project for establishing Rose, of Rowan County, died last night a royalist party in Cuba aroused the inthat these regiments went with Gen. Mer-ritt's original expedition to the Philip-pines, and were not filled to the maxi-the Lutheran Church, having been twice doned, as the premature disclosure would mum; also that the men in these regi-ments, who enlisted for the war, are just remains will be buried at Luther Chapel that the anti-American Cuban officer, the now being discharged; the men enlisting graveyard, near China Grove, to-mor-for the war in other regiments were dis-row, at 11:39 a. m. All pastors of the merchants at Santiago de las Tunas. On

Capt. Fenton, Lieut. Catlin. and Others to Be Tried.

AUTHORS OF CIENFUEGOS FRACAS

Gen. Wilson Says the Punishment of Those Who Are Guilty Will Be Effective to Satisfy the Cubans-The Attempt to Establish a Royalist Party in Cuba-Fourth of July to Be Fitly Celebrated in Havana -Deposit by Insurance Companies.

Havana, July 3.-What once promised to be a very embarrassing question-the centroversy growing out of the recent collision between Americans and Cubans at Cienfuegos-is now in a fair way to be settled satisfactorily to the Cubans, owing to the wise and timely action of the consolidated Department of Matanzas-Santa Clara.

A dispatch from Cieufuegos says that Capt. Fenton, the commissary who was relieved of duty on charge of endeavoring to assist the escape of the three civilian employes of the quartermaster's department, and Lieut. Catlin, of the Tenth Infantry, who was relieved of the command of the guard of Maj Rafferty's pay train, on charge of leaving his post without authority, will both be courtmartialed. Capt. Fenton will also be tried by the civil courts, together with the policemen, rural guards, and other civilians who were implicated in the affair.

### This Satisfies the Cubans.

This action meets with general approval in Cienfueges, and the public feeling is expressed to-day in one of the local papers, which says: "The attitude which Gen. Wilson has assumed merits the approbation of the most recalcitrant adversaries of the American administration. We are not accustomed to seeing participitants in conflicts between the military and civlians tried by civil Judges having the full liberty to investigate and to ad-

Gen. Wilson, discussing the matter with friend, said: If the people are satisfied with what has already been done, the only ones who will not be satisfied when my part of the work is finished will be those who are

The people of the district await the fulfillment of this promise, which would re-move all doubt as to the spirit animating

rogatory and denied that he was the officer referred to by La Lucha. Local opinon seems to be that he is quite a harmless individual, and if left to himself will soon wear out any influence he had.

It is officially anounced here to-day.

following the receipt of the press dispatches on the subject, that Col. Edward Moale, of the Fifteenth Infantry, will not have an independent command in the province of Puerto Principe, but that the province will be joined to Santiago province in a consolidated department

province in a consolidated department under Brig. Gen. Leonard Wood, as it is considered unnecessary to have more than four departments.

Although Gen. Ludlow is not quite satisfied of the advisability of such a course, the regulation as to insurance companies, calling upon foreign corporations to deposit in the island treasury what the law requires, was issued to-day. A strong fight will undoubtedly be made in all cases as to the value of the peseta.

It Makes Some Difference. The treasury will be offered American money or securities at the custom house

rate of exchange, which is 12 cents, while the ordinary banking rate is 14 cents. Where accounts run into millions, this difference is important.
At the Fourth of July banquet in the Tacon Theater to-morrow, Gen. Ludlow will be toastmaster and the guests of honor will be Gen. Maximo Gomez and Senor Antonio Gonzales de Mendoza, President of the Supreme Court of Cuba. noon a salute of forty-five guns will

#### be fired and the military bands will play the American and Cuban national airs, afterward returning to barracks. YELLOW FEVER SITUATION. Fatalities Confined Principally to Earlier

Cases of the Diseas Santiago de Cuba, July 3.—An increase in the number of new cases of yellow fever and a decrease in the death rate are the striking features of the situation. There have been 94 cases up to date, of which 17 have proved fatal. Eleven out of the first 15 attacked succumbed to the disease. Nearly all were camp followers of the drinking sort.

Eliminating these, the death rate has eally been small. and across the bay, is excellently equip- about 250 railroad bridges swept away in the devotion and heroism of the medical

There is no fever in the city. ably available date.

SWINDLER DIES IN POVERTY.

### INERE WAS NO

The Panther Story Positively Denied by Lieutenant Commander Ward.

Philadelphia, July 3.-Lieut, Commander Ward, the commander of the United States eruiser Panther, which arrived at the League Island Navy Yard last week from San Juan, Porto Rico, to-day positively denied the published report that there was a mutiny on board ship and that a number of the crew were put in irons while on the voyage from San Juan. In denyin" the report, Commander Ward said:

There is not a word of truth in it. We have had absolutely no trouble of any kind. The men have been contented, and we have had only three desertions in seven months out of a crew of 232 men." Commander Ward produced the records

of the ship to substantiate his denial. The members of the crew emphatically declare that there was not the slightest occurrence on the trip which could give basis for the intimations of trouble contained in the publication.

The Navy Department has received nothing concerning the reported trouble on board the Panther, and the officials are inclined to dismiss the published story as in line with the rather loose talk of sailors, which is frequently indulged in without much warrant.

### SIX HUNDRED BRIDGES GONE

Terrible Devastation Caused by the Floods in Texas.

Thousands of Acres of Tobacco Buined-Railroads Everywhere Seriously Impeded-Several Lives Lost and More May Be Reported.

and down the Brazos River Valley up to
The medical force was re-enforced by noon to-day indicate that the flood is holdseveral doctors from Havana to-day, ing its own. It is now figured out that always fight.'
The fever hospital, which is on an isi-

News from Eagle Lake, Harris County, directly in the path of the flood, is that thousands of acres of growing tobacco, The programme for the payment of the Cuban troops has been altered, owing to the proximity of the disease, and August 6 has been fixed upon as a propably evallable date. country, though no names can be secured All other points in the province will in McClellan County alone the loss will be dealt with first. Twelve hundred Cubans have registered at Manzanillo, western Texas are to the effect that where payment began to-day, at a ratio in excess of that originally estimated Guadaloupe and lower Colorado, and they to which there was a scramble for cattle and a decided tump in prices. The bulk of the cattle are spreading all over the country again. By means of building much temporary

## THE PRESIDENT SATISFIED

Gen. Harrison Gray Otis Calls at the White House to Discuss the War.

He Says Mr. McKinley Is Content with the Sifuation, and Is Determined to Put Down the Insurrection-Sufficent Troops Will Be Furnished.

Among the callers on the President yesterday was Gen. Harrison Gray Otis, who has arrived from a year's service in the Philippines. After Gen. Otis' interview with the President, he said:

"Really, there was nothing significant or specially important about it. We discussed pretty thoroughly the situation in the Philippines, and in a reminiscent way talked of incidents in the war of thirty years ago, in which we both had a part. Beyond that there is little to be said. I may say that the President is quite satisfied with affairs in the Philippines as they are being conducted by Maj. Gen. Otis. He has implicit confidence in Gen Otis, and that confidence is not misplac ed. Gen. Otis, who, by the way, is not a relative of mine, is in all respects an admirable and efficient officer. He combine: all the excellent qualities of the lawyer, the diplomat, and the soldier, and I

haven't a doubt that he will prosecute the Philippine war to a successful conclusion. The President is fully determined, continued Gen. Otis, "to put down the in surrection in these islands. His mind is made up on that point. Arrangements have been perfected to furnish Maj. Gen. Otis with all the men he may need to bring the rebellion to a successful issue. The volunteers, who have distinguished themselves as soldiers have seldom done, are being brought home as rapidly as Austin, Tex., July 3.—Reports from up after the contract for their services had expired, but they fought willingly and without a single complaint, as noble men

always fight."

Gen. Otis was asked whether his conference with the President had any reference to the rumors that he might take a place in the Cabinet.

"I may say as to that." replied the General decisively, "that not the faintest suggestion has ever been made to or by me upon the subject by the President. There is absolutely no foundation for the story." Gen. Otis will remain here several days and will then go Egst before returning to his Los Angeles home.

### LIVE STOCK MARKETS.

cided jump in prices. The bulk of the car crossed the scales at 5.15@5.60, common grades sell ing at 4.6024.90, and strictly choice at 5.6025.75. Pancy Angus cattle brought 6.00, the highest price

SWINDLER DIES IN POVERTY.

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